
From: Amanda Biggart[/O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=B26A7BBDCF0149ADB0AA71E1 F5FB6A49-AMANDA BIGG]
Sent: Tue 6/29/2021 9:23:21 PM (UTC)
To: Charles Boyd[CharlesB@Safechain.com]; Pat Boyd[PatB@Safechain.com]; Anthony Berger[Tonyb@Safechain.com]
Subject: May Financials
Attachment: SCS Profit & Loss 053121.pdf
Attachment: SDI P&L 053121.pdf
Attachment: SDI Trend Report 053121.pdf
Attachment: SCS Trend Report 053121.pdf
Attachment: Item Profitability and margin analysis 040121-062821.xlsx

Attached are the May financials for SDI and SCS.

I'm also attaching a few analyses I have done on item profitability for April–June (28th). This was my start at identifying our higher margin items and products we move the most so we can figure out a way to improve on margins/reduce costs.

Let me know if you have any questions.



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GOVERNMENT EXHIBIT

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Safe Chain
Safe Chain Consolidated
Profit & Loss
As of May 31, 2021

	PTD	YTD
Sales	6,328,210.60	45,608,805.17
Sales Discounts	6,638.80	14,474.47
Income - Shipping	4,981.34	75,074.37
Returns and Allowances		-421,598.41
Total Sales	6,339,830.74	45,276,755.60
Cost Of Sales	5,533,652.26	38,528,539.60
Cost of Sales - HIV	-149,208.82	-299,208.82
Cost of Sales - Other		185.26
Purchase Discounts		-10.88
COGS Shipping	57,148.09	370,488.85
Total COGS	5,441,591.53	38,599,994.01
Gross Profit	898,239.21	6,676,761.59
Salaries	163,128.72	903,500.27
Commissions	472,986.80	3,325,171.69
Consulting	40,699.79	206,191.77
Operations	15,232.26	229,857.49
Bank Expenses	32,662.97	181,982.59
Professional Expenses	11,072.65	91,021.80
Advertising	1,696.56	5,705.12
Travel	5,732.11	45,027.12
Insurance	27,044.89	155,139.39
Licenses		
Office and Supplies	4,145.45	31,033.50
Dues & Subscriptions	16,252.68	74,744.49
Services and Utilities	19,254.93	111,631.17
Related Expense	0.00	0.00
Other Expenses	5,000.00	-124,950.24
Total Operating Expenses	814,909.81	5,236,056.16
EBITDA	83,329.40	1,440,705.43
Depreciation and Amortization	16,869.75	84,348.75
EBIT	66,459.65	1,356,356.68
Net Interest Expense/Income	-4,333.52	-29,756.77
Income Tax	409.28	7,193.11
Net Income (Loss)	61,716.85	1,319,406.80

Safeway Distributors, Inc. (SDI)

		Period to Date	% of Revenue	Year to Date	% of Revenue
Revenue					
400-10	Sales:MDCL	\$ 655,657.42	83.72%	\$ 3,455,702.52	87.49%
400-40	Sales:Attix	\$ 126,978.00	16.21%	\$ 493,161.18	12.49%
410-10	Revenue - Shipping:MDCL	\$ 536.08	0.07%	\$ 1,059.61	0.03%
Total Revenue:		\$ 783,171.50	100.00%	\$ 3,949,923.31	100.00%
Cost Of Sales					
503-10	COS Shipping- MDCL	\$ 5,569.10	0.71%	\$ 9,824.31	0.25%
503-40	COS Shipping - Attix	\$ 373.90	0.05%	\$ 1,004.99	0.03%
510-10	COS-AP Commissions	\$ 7,707.61	0.98%	\$ 60,417.26	1.53%
550-10	Cost of Sales-Pharma:MDCL	\$ 539,708.21	68.91%	\$ 2,776,550.49	70.29%
550-40	Cost of Sales-Pharma:Attix	\$ 119,359.32	15.24%	\$ 459,769.85	11.64%
Total Cost Of Sales:		\$ 672,718.14	85.90%	\$ 3,307,566.90	83.74%
Gross Profit:		\$ 110,453.36	14.10%	\$ 642,356.41	16.26%
Expenses					
Cost of Revenues					
504-10	Inventory Adjustments - MDCL	\$ 0.00	0.00%	\$ 3,602.44	0.09%
Total Cost of Revenues:		\$ 0.00	0.00%	\$ 3,602.44	0.09%
Operating Expenses					
502-10	Freight In - MDCL	\$ 750.90	0.10%	\$ 5,015.86	0.13%
619-10	Delivery - MDCL	\$-369.89	-0.05%	\$ 14,328.77	0.36%
619-40	Delivery - Attix	\$ 0.00	0.00%	\$ 1,006.41	0.03%
630-10	Freight Out - MDCL	\$-701.68	-0.09%	\$-1,065.17	-0.03%
630-40	Freight Out - Attix	\$ 0.00	0.00%	\$ 50.71	0.00%
638-10	Obsolete inventory - MDCL	\$ 1,000.00	0.13%	\$ 10,474.18	0.27%
653-10	Payroll Commissions - MDCL	\$ 0.00	0.00%	\$-504.52	-0.01%
664-10	Rent - MDCL	\$ 7,278.91	0.93%	\$ 41,372.67	1.05%
670-10	Selling and Related - MDCL	\$ 62,597.62	7.99%	\$ 332,959.66	8.43%
699-10	Depreciation - MDCL	\$ 7,637.00	0.98%	\$ 38,185.00	0.97%
Total Operating Expenses:		\$ 78,192.86	9.98%	\$ 441,823.57	11.19%
General & Administrative Expenses					
601-10	Accounting Fees - MDCL	\$ 4,666.66	0.60%	\$ 21,387.92	0.54%
604-10	Advertising - MDCL	\$ 2,291.02	0.29%	\$ 9,084.47	0.23%
610-10	Bad Debt - MDCL	\$ 2,000.00	0.26%	\$ 10,000.00	0.25%
613-10	Bank Charges - MDCL	\$ 1,731.11	0.22%	\$ 8,583.89	0.22%
615-10	Credit Card Fees - MDCL	\$-102.68	-0.01%	\$ 11,087.94	0.28%
618-10	Consulting Fees - MDCL	\$ 0.00	0.00%	\$ 7,997.86	0.20%
625-10	Dues and Subscriptions - MDCL	\$ 0.00	0.00%	\$ 11,130.40	0.28%
626-10	Dues and Subscriptions-IT:MDCL	\$ 2,100.00	0.27%	\$ 9,681.00	0.25%
631-10	Insurance - G/L Other - MDCL	\$ 1,874.15	0.24%	\$ 12,979.52	0.33%
632-10	Insurance - A/R - MDCL	\$ 2,450.01	0.31%	\$ 12,766.85	0.32%
634-10	Insurance - W/C - MDCL	\$ 194.33	0.02%	\$ 987.83	0.03%
637-10	Insurance - Health - MDCL	\$ 4,289.86	0.55%	\$ 12,030.97	0.30%
640-10	Legal and Professional - MDCL	\$ 0.00	0.00%	\$ 388.00	0.01%
642-10	Management Fees - MDCL	\$ 21,106.88	2.70%	\$ 102,003.51	2.58%
644-10	Management Fee Billed.:MDCL	\$-3,572.65	-0.46%	\$-17,962.66	-0.45%
649-10	Office - MDCL	\$ 281.05	0.04%	\$ 4,383.78	0.11%
652-10	Payroll - MDCL	\$ 26,569.34	3.39%	\$ 155,512.22	3.94%
654-10	Payroll Incentive - MDCL	\$ 5,666.66	0.72%	\$ 28,333.35	0.72%
655-10	Payroll Taxes - MDCL	\$ 2,027.69	0.26%	\$ 27,520.89	0.70%
667-10	Repairs and Maintenance - MDCL	\$ 181.80	0.02%	\$ 791.50	0.02%
675-10	Supplies - MDCL	\$ 0.00	0.00%	\$ 743.87	0.02%

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Safeway Distributors, Inc. (SDI)

		Period to Date	% of Revenue	Year to Date	% of Revenue
General & Administrative Expenses					
676-10	Taxes and Licenses - MDCL	\$ 5,154.21	0.66%	\$ 13,952.07	0.35%
679-10	Telephone - MDCL	\$ 571.95	0.07%	\$ 7,418.91	0.19%
685-10	Utilities - MDCL	\$ 0.00	0.00%	\$ 5,404.80	0.14%
Total General & Administrative Expenses:		\$ 79,481.39	10.15%	\$ 456,208.89	11.55%
Interest Expense, net					
702-10	Interest Expense - MDCL	\$ 2,229.06	0.28%	\$ 10,343.76	0.26%
Total Interest Expense, net:		\$ 2,229.06	0.28%	\$ 10,343.76	0.26%
Total Expenses:					
		\$ 159,903.31	20.42%	\$ 911,978.66	23.09%
Net Income From Operations:					
		\$-49,449.95	-6.31%	\$-269,622.25	-6.83%
Earnings Before Income Tax:					
		\$-49,449.95	-6.31%	\$-269,622.25	-6.83%
Net Income (Loss):					
		\$-49,449.95	-6.31%	\$-269,622.25	-6.83%

Trend Report

For 13 Periods Ending 5/31/2021

Safeway Distributors, Inc. (SDI)

	Period Ending 5/31/2020	Period Ending 6/30/2020	Period Ending 7/31/2020	Period Ending 8/31/2020	Period Ending 9/30/2020	Period Ending 10/31/2020	Period Ending 11/30/2020	Period Ending 12/31/2020	Period Ending 1/31/2021	Period Ending 2/28/2021	Period Ending 3/31/2021	Period Ending 4/30/2021	Period Ending 5/31/2021	Total
Revenue														
Sales:SDI	0	0	0	0	0	54,729	28,468	0	0	0	0	0	0	83,197
Sales:MDCL	1,028,930	1,342,508	1,170,484	1,190,283	1,431,001	1,164,642	1,538,758	1,091,430	819,216	692,968	698,952	588,908	655,657	13,413,737
Sales:Attix	0	0	0	0	0	63	4,400	169,188	88,773	75,115	117,126	85,169	126,978	666,812
Revenues - DNTL	1,355	2,393	2,077	1,202	1,014	263	0	0	0	0	0	0	0	8,304
Revenue - Shipping:MDCL	0	0	0	0	0	0	0	0	0	0	0	524	536	1,060
Total Revenue	1,030,285	1,344,901	1,172,561	1,191,485	1,432,015	1,219,697	1,571,626	1,260,618	907,989	768,083	816,078	674,601	783,171	14,173,110
Cost Of Sales														
COS Shipping- MDCL	0	0	0	0	0	0	0	0	0	0	0	4,255	5,569	9,824
COS Shipping - Attix	0	0	0	0	0	0	0	0	0	0	0	631	374	1,005
COS-AP Commissions	18,806	23,990	31,489	30,433	38,313	29,663	41,085	26,226	11,747	15,821	14,430	10,712	7,708	300,423
Cost of Sales-Pharma:MDCL	820,896	1,060,930	914,493	933,624	1,111,720	905,130	1,205,556	881,181	664,488	543,846	556,715	471,794	539,708	10,610,081
Cost of Sales-Pharma:Attix	0	0	0	0	0	0	21,372	149,576	79,645	70,608	110,098	80,059	119,359	630,717
Total Cost Of Sales	839,702	1,084,920	945,982	964,057	1,150,033	934,793	1,268,013	1,056,983	755,880	630,275	681,243	567,451	672,718	11,552,050
Gross Profit	190,583	259,981	226,579	227,428	281,982	284,904	303,613	203,635	152,109	137,808	134,835	107,150	110,453	2,621,060
Expenses														
Cost of Revenues														
:SDI	0	0	0	0	0	4,200	0	0	0	0	0	0	0	4,200
Cost of Revenues - DNTL	1,067	1,873	1,676	956	778	212	0	0	0	0	0	0	0	6,562
Inventory Adjustments - MDCL	-3,244	-3,142	-99	0	0	-350	0	0	0	0	0	3,602	0	-3,233
Inventory Adjustments - DNTL	0	0	87	43	0	646	0	0	0	0	0	0	0	776
Total Cost of Revenues	-2,177	-1,269	1,664	999	778	4,708	0	0	0	0	0	3,602	0	8,305
Operating Expenses														
Freight In - MDCL	3,516	4,400	6,349	3,651	2,965	1,945	8,179	1,920	1,575	796	1,704	190	751	37,941
Freight In - DNTL	2	36	9	31	18	9	0	0	0	0	0	0	0	105
Cleaning - MDCL	0	0	0	0	100	0	0	0	0	0	0	0	0	100
Contract Labor - MDCL	0	0	0	0	100	0	0	0	0	0	0	0	0	100
Delivery	0	0	0	0	560	0	0	0	0	0	0	0	0	560
Delivery - MDCL	4,627	7,296	11,879	6,773	6,971	6,951	7,583	6,763	5,145	4,196	5,357	0	-370	73,171
Delivery - DNTL	83	116	135	121	48	48	0	0	0	0	0	0	0	551
Delivery - Attix	0	0	0	0	0	85	283	612	244	237	561	-35	0	1,987
Freight Out - MDCL	0	0	0	0	0	0	0	-3,680	-84	25	-382	77	-702	-4,746
Freight Out - Attix	0	0	0	0	0	-89	-298	0	256	-205	0	0	0	-336
Obsolete inventory - MDCL	0	0	1,200	5,350	3,750	747	70	0	1,000	475	559	7,440	1,000	21,591
Payroll Commissions - MDCL	0	0	0	0	0	0	252	0	0	-220	-285	0	0	-253
Rent - MDCL	11,288	11,235	11,288	11,288	11,313	11,288	11,288	11,288	11,288	7,756	7,720	7,329	7,279	131,648
Selling and Related - MDCL	91,607	121,758	104,794	83,945	133,274	164,641	165,192	89,345	71,583	71,396	68,661	58,723	62,598	1,287,517
Selling and Related - DNTL	49	105	121	76	57	14	0	0	0	0	0	0	0	422

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For 13 Periods Ending 5/31/2021

Safeway Distributors, Inc. (SDI)

	Period Ending 5/31/2020	Period Ending 6/30/2020	Period Ending 7/31/2020	Period Ending 8/31/2020	Period Ending 9/30/2020	Period Ending 10/31/2020	Period Ending 11/30/2020	Period Ending 12/31/2020	Period Ending 1/31/2021	Period Ending 2/28/2021	Period Ending 3/31/2021	Period Ending 4/30/2021	Period Ending 5/31/2021	Total
Operating Expenses														
Selling and Related - Attix	0	0	0	0	0	1,969	0	0	0	0	0	0	0	1,969
Travel and Related - MDCL	0	0	0	79	0	-38	0	0	0	0	0	0	0	41
Depreciation - MDCL	28,187	7,637	7,637	7,637	7,637	7,637	7,637	35,339	7,637	7,637	7,637	7,637	7,637	147,533
Total Operating Expenses	139,359	152,583	143,412	118,951	166,793	195,207	200,186	141,587	98,644	92,093	91,532	81,361	78,193	1,699,901
General & Administrative Expenses														
Accounting Fees - MDCL	0	0	0	5,780	0	0	4,008	4,700	3,721	4,167	4,167	4,667	4,667	35,877
Advertising - MDCL	0	0	0	0	0	130	0	265	53	2,158	2,291	2,291	2,291	9,479
Bad Debt - MDCL	2,000	2,000	2,000	2,000	2,000	2,000	2,000	-10,000	2,000	2,000	2,000	2,000	2,000	14,000
Bank Charges - MDCL	4,787	8,365	1,123	3,714	3,966	1,710	1,773	1,582	1,543	1,571	1,638	2,101	1,731	35,604
Credit Card Fees - MDCL	0	0	9,651	2,276	12,534	7,855	-1,106	-3,570	5,601	-435	2,216	3,809	-103	38,728
Consulting Fees - MDCL	12,519	11,428	15,067	19,298	10,432	3,864	11,838	-7,987	4,510	315	504	2,669	0	84,457
Consulting Fees:DNTL	0	0	0	0	0	2,100	0	0	0	0	0	0	0	2,100
Dues and Subscriptions - MDCL	1,227	1,257	1,717	2,027	2,700	675	679	490	4,755	3,387	2,308	680	0	21,902
Dues and Subscriptions-IT	0	0	0	0	0	0	0	6,956	0	0	0	0	0	6,956
Dues and Subscriptions-IT:MDCL	0	0	0	0	0	0	0	0	0	2,100	2,709	2,772	2,100	9,681
Insurance - G/L Other - MDCL	1,815	1,815	1,815	1,815	1,815	1,815	1,815	2,160	2,160	2,160	4,897	1,889	1,874	27,845
Insurance - A/R - MDCL	2,844	2,844	2,844	2,844	2,719	3,086	2,827	3,587	2,827	2,450	2,590	2,450	2,450	36,362
Insurance - W/C - MDCL	202	202	202	202	202	202	202	202	202	202	194	194	194	2,602
Insurance - Health - MDCL	4,132	4,132	4,132	4,132	895	535	2,201	2,327	2,634	2,383	3,081	-356	4,290	34,518
Legal and Professional - MDCL	22,694	5,194	5,000	5,194	5,970	4,361	0	59	388	0	0	0	0	48,860
Management Fees - MDCL	21,947	23,528	19,419	18,616	18,875	20,707	16,835	-241,477	17,190	20,893	21,468	21,346	21,107	454
Management Fee Billed:MDCL	0	0	0	0	0	0	0	0	-5,146	-5,159	-4,085	0	-3,573	-17,963
Office - MDCL	666	1,092	594	1,532	1,146	854	2,250	11,046	1,324	1,097	871	811	281	23,564
Payroll - MDCL	23,714	23,714	35,571	29,586	21,683	24,495	28,462	46,809	32,803	32,159	37,966	26,015	26,569	389,546
Payroll Incentive - MDCL	5,000	5,000	5,000	5,417	5,417	5,750	5,751	-19,345	6,000	5,500	5,500	5,667	5,667	46,324
Payroll Taxes - MDCL	1,863	1,814	3,768	2,334	5,790	6,963	6,508	-10,579	10,115	9,486	3,015	2,877	2,028	45,982
Repairs and Maintenance - MDCL	242	255	481	91	153	128	129	218	128	37	316	128	182	2,488
Supplies - MDCL	0	1,334	891	220	77	352	631	666	0	610	0	134	0	4,915
Taxes and Licenses - MDCL	2,440	1,324	3,809	1,440	2,310	1,944	5,143	784	3,020	1,868	2,726	1,184	5,154	33,146
Telephone - MDCL	1,653	1,653	1,675	1,678	1,678	1,831	2,070	1,684	1,916	1,929	1,779	1,223	572	21,341
Utilities - MDCL	876	1,345	1,424	1,197	1,343	1,283	1,370	1,072	1,105	1,089	1,049	2,161	0	15,314
Total General & Administrative Expenses	110,621	98,296	116,183	111,393	101,705	92,640	95,386	-208,351	98,849	91,967	99,200	86,712	79,481	974,082
Interest Expense, net														
Interest Expense - MDCL	5,760	1,390	1,856	1,488	1,458	2,040	2,776	1,955	2,404	1,706	2,172	1,832	2,229	29,066
Total Interest Expense, net	5,760	1,390	1,856	1,488	1,458	2,040	2,776	1,955	2,404	1,706	2,172	1,832	2,229	29,066
Total Expenses	253,563	251,000	263,115	232,831	270,734	294,595	298,348	-64,809	199,897	185,766	192,904	173,507	159,903	2,711,354
Net Income From Operations	-62,980	8,981	-36,536	-5,403	11,248	-9,691	5,265	268,444	-47,788	-47,958	-58,069	-66,357	-49,450	-90,294

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For 13 Periods Ending 5/31/2021

Safeway Distributors, Inc. (SDI)

	Period Ending 5/31/2020	Period Ending 6/30/2020	Period Ending 7/31/2020	Period Ending 8/31/2020	Period Ending 9/30/2020	Period Ending 10/31/2020	Period Ending 11/30/2020	Period Ending 12/31/2020	Period Ending 1/31/2021	Period Ending 2/28/2021	Period Ending 3/31/2021	Period Ending 4/30/2021	Period Ending 5/31/2021	Total
Other Income and Expense														
Other Income - MDCL	0	0	0	0	0	0	150,000	0	0	0	0	0	0	150,000
Deferred Tax Benefit	0	0	0	0	0	0	0	6,600	0	0	0	0	0	6,600
Total Other Income and Expense	0	0	0	0	0	0	150,000	6,600	0	0	0	0	0	156,600
Earnings Before Income Tax:	-62,980	8,981	-36,536	-5,403	11,248	-9,691	155,265	275,044	-47,788	-47,958	-58,069	-66,357	-49,450	66,306
Net Income (Loss)	-62,980	8,981	-36,536	-5,403	11,248	-9,691	155,265	275,044	-47,788	-47,958	-58,069	-66,357	-49,450	66,306

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	Period Ending 05-2021	Period Ending 04-2021	Period Ending 03-2021	Period Ending 02-2021	Period Ending 01-2021	Period Ending 11-2020	Period Ending 10-2020	Period Ending 09-2020	Period Ending 08-2020	Period Ending 07-2020	Period Ending 06-2020	Period Ending 05-2020	12 Month Total (includes adj. period)
Sales	6,328,210.60	6,453,167.07	15,416,130.95	7,106,817.45	10,304,479.10	14,882,612.28	14,984,291.13	15,619,103.58	13,969,804.26	13,257,815.05	7,641,849.97	4,171,414.84	144,191,561.59
Sales Discounts	6,638.80	7,835.67											14,474.47
Income - Shipping	4,981.34	2,174.37	21,418.86	21,996.84	24,502.96	20,375.22	19,905.75	21,679.52	25,362.03	22,291.89	47,832.25	66,073.75	318,939.01
Returns and Allowances			-206,575.44	-127,124.99	-87,897.98	-28,443.50	-337,400.60	-199,183.27	-32,410.12	-32,191.30	-54,021.33	-37,215.16	-1,165,548.41
Total Sales	6,339,830.74	6,463,177.11	15,230,974.37	7,001,689.30	10,241,084.08	14,874,544.00	14,666,796.28	15,441,599.83	13,962,756.17	13,247,915.64	7,635,660.89	4,200,273.43	143,359,426.66
Cost Of Sales	5,533,652.26	5,674,995.12	13,083,267.45	5,652,732.04	8,583,892.73	13,097,875.01	13,004,473.72	13,467,068.75	12,330,411.78	11,544,128.25	6,210,096.90	3,078,053.92	123,426,583.43
Cost of Sales - HIV	-149,208.82	-150,000.00											-299,208.82
Cost of Sales - Other				185.26									185.26
Purchase Discounts					-10.88	-10.88	-686.40				-36.41	-14.49	-85.34
COGS Shipping	57,148.09	52,192.70	87,669.07	73,320.32	100,158.67	85,639.24	83,129.49	85,977.48	91,732.86	83,518.13	111,468.67	109,230.96	1,120,453.76
Total COGS	5,441,591.53	5,577,187.82	13,170,936.52	5,726,237.62	8,684,040.52	13,183,503.37	13,086,916.81	13,553,046.23	12,422,144.64	11,627,609.97	6,321,551.08	3,187,199.54	124,247,124.69
Gross Profit	898,239.21	885,989.29	2,060,037.85	1,275,451.68	1,557,043.56	1,691,040.63	1,579,879.47	1,888,553.60	1,540,611.53	1,620,305.67	1,314,109.81	1,013,073.89	19,112,301.97
Salaries	163,128.72	171,002.75	173,072.14	186,023.51	210,273.15	168,700.75	170,430.83	191,562.81	178,864.97	180,290.27	166,501.14	175,946.67	2,680,091.31
Commissions	472,986.80	410,012.70	964,163.58	646,531.25	831,477.36	1,013,816.75	936,761.61	1,015,771.29	829,863.56	893,918.25	752,422.52	507,367.34	10,356,098.36
Consulting	40,699.79	43,678.65	35,260.01	42,393.26	44,160.06	35,236.74	42,905.27	49,819.23	38,595.42	47,822.37	58,126.14	53,898.49	568,569.61
Operations	15,232.26	10,109.60	169,831.50	153,814.37	-119,130.24	97,296.51	68,960.76	49,804.78	65,280.92	88,423.66	25,004.51	83,913.87	1,196,637.83
Bank Expenses	32,662.97	37,245.94	36,761.25	29,113.11	46,199.32	52,870.20	57,932.59	67,186.54	47,845.72	43,263.51	40,248.67	27,650.72	575,156.48
Professional Expenses	11,072.65	10,104.05	43,918.28	11,629.09	14,297.73	18,166.13	42,229.09	25,522.14	-17,998.75	17,708.05	6,191.25	195,877.75	390,094.37
Advertising	1,696.56		1,858.59	679.45	1,470.52	2,974.00	5,955.21	2,341.02	1,193.28	518.73	5,277.11	3,373.85	27,450.52
Travel	5,732.11	12,016.78	9,960.10	8,526.00	8,792.13	9,929.41	11,949.07	7,967.78	8,560.40	5,239.16	5,383.02	3,473.88	108,830.11
Insurance	27,044.89	36,968.87	30,181.92	34,585.12	26,358.59	37,597.41	38,794.28	33,845.05	38,639.99	48,352.93	42,867.43	42,382.06	475,300.10
Licenses													
Office and Supplies	4,145.45	7,605.26	6,248.90	5,800.79	7,233.10	8,345.06	5,633.23	13,657.20	5,434.69	5,722.42	7,007.22	5,971.80	96,482.94
Dues & Subscriptions	16,252.68	16,077.04	10,054.81	17,670.20	14,689.76	18,200.45	24,927.87	34,469.46	20,970.42	22,379.95	19,401.20	13,399.68	253,031.82
Services and Utilities	19,254.93	21,267.64	24,667.99	23,917.86	22,522.75	21,484.21	23,655.34	24,620.37	22,452.68	21,757.46	25,684.15	20,565.27	293,388.40
Related Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Expenses	5,000.00		5,000.00	5,000.00	-139,950.24	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	203,425.00
Total Operating Expenses	814,909.81	776,089.28	1,510,979.07	1,165,684.01	968,393.99	1,489,617.62	1,435,135.15	1,521,567.67	1,244,703.30	1,380,396.76	1,159,114.36	1,138,821.38	17,224,556.85
EBITDA	83,329.40	109,900.01	549,058.78	109,767.67	588,649.57	201,423.01	144,744.32	366,985.93	295,908.23	239,908.91	154,995.45	-125,747.49	1,887,745.12
Depreciation and Amortization	16,869.75	16,869.75	16,869.75	16,869.75	16,869.75	16,869.75	32,439.75	13,755.75	13,755.75	13,755.75	13,755.75	16,475.75	257,620.75
EBIT	66,459.65	93,030.26	532,189.03	92,897.92	571,779.82	184,553.26	112,304.57	353,230.18	282,152.48	226,153.16	141,239.70	-142,223.24	1,630,124.37
Net Interest Expense/Income	-4,333.52	-4,501.16	-7,012.43	-6,283.46	-7,626.20	-6,475.32	-7,350.66	-7,062.18	-9,825.47	-8,219.25	-6,276.75	-11,236.39	-93,254.55
Income Tax	409.28	681.15	3,960.52	1,785.00	357.16		367.90			461.91			8,022.92
Net Income (Loss)	61,716.85	87,847.95	521,216.08	84,829.46	563,796.46	178,077.94	104,586.01	346,168.00	272,327.01	217,472.00	134,962.95	-153,459.63	1,528,846.90